



## Your Communication DNA® Report

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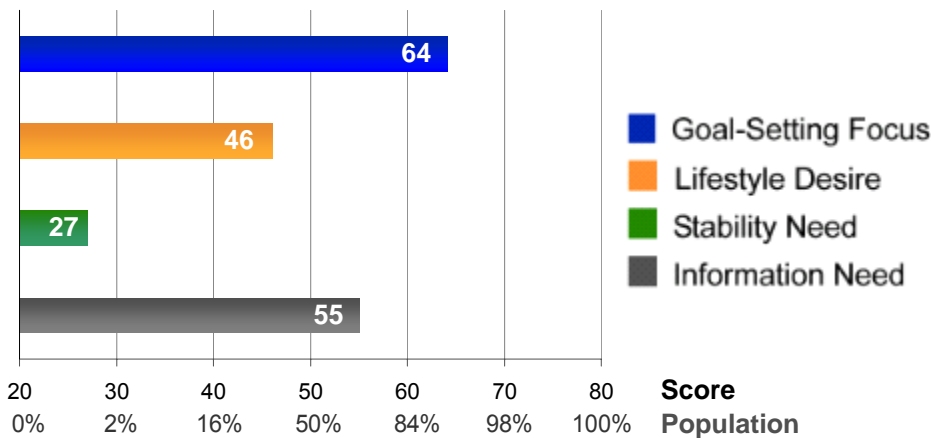
Your Primary  
Communication Style:

**Goal-Setting Focus**

Lifestyle Desire

Stability Need

Information Need



A person who is focused on goals is interested in opportunities to expand their world.

### You would like to be communicated with on the following terms:

- Provide Options when Communicating
- Communicate Directly
- Get to the Bottom Line
- Focus on Returns

Your preference would be to have products and services provided to you recognizing the following needs:

- **Life Need:**  
Influence
- **Financial Approach:**  
Goals
- **Risk Approach:**  
Present Risk/Reward
- **Service Delivery:**  
To The Point
- **Meeting Conduct:**  
Formal
- **Information Requirement:**  
Big Picture
- **Relationship Management:**  
Provide Contacts
- **Learning Style:**  
Discussion